

FIG. 1 10 70 60 50 3,8 14 40 **FARM** OFFER COMPETITION **FARM** COMMUNICATION DATABASE(S) SELECTOR **DEVELOPER ANALYZES IDENTIFIER** DEVICE

FIG. 2

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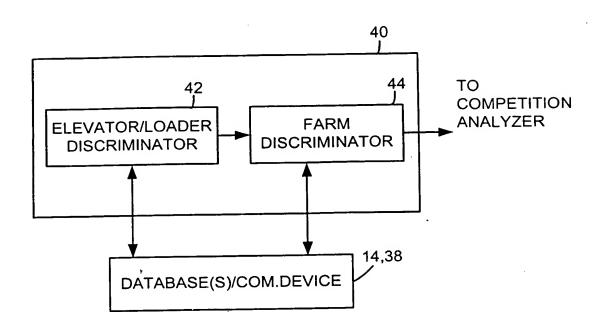


FIG. 3

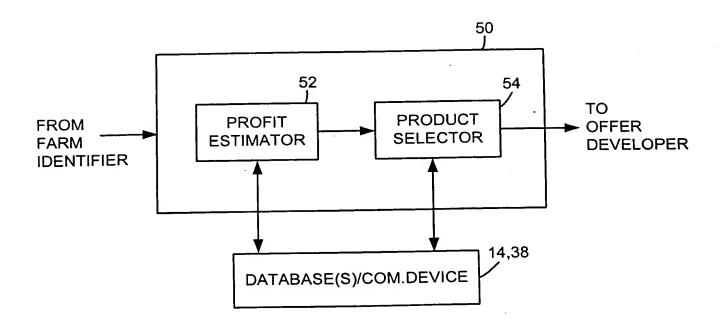


FIG. 4

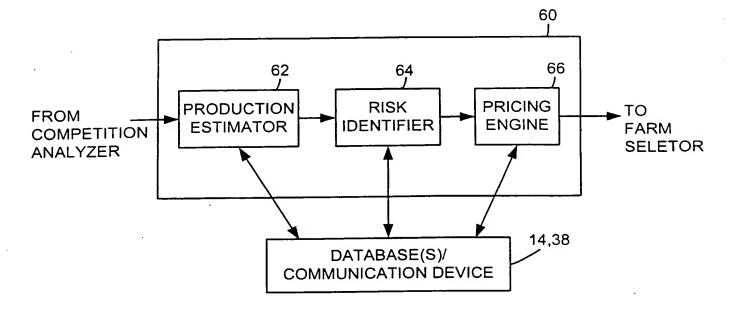


FIG. 5

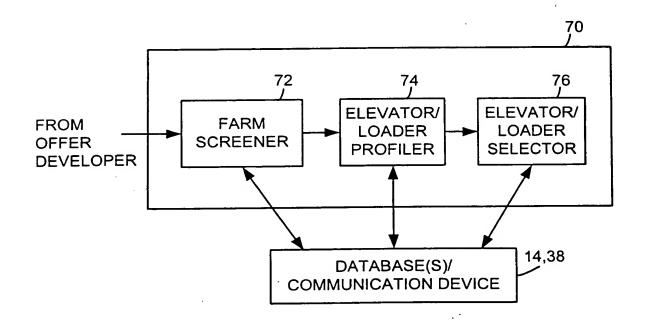


FIG. 6

Top Level - Control Flow - 1

#### Assume:

- 1) one product type at a time being analyzed
- 2) one buyer location

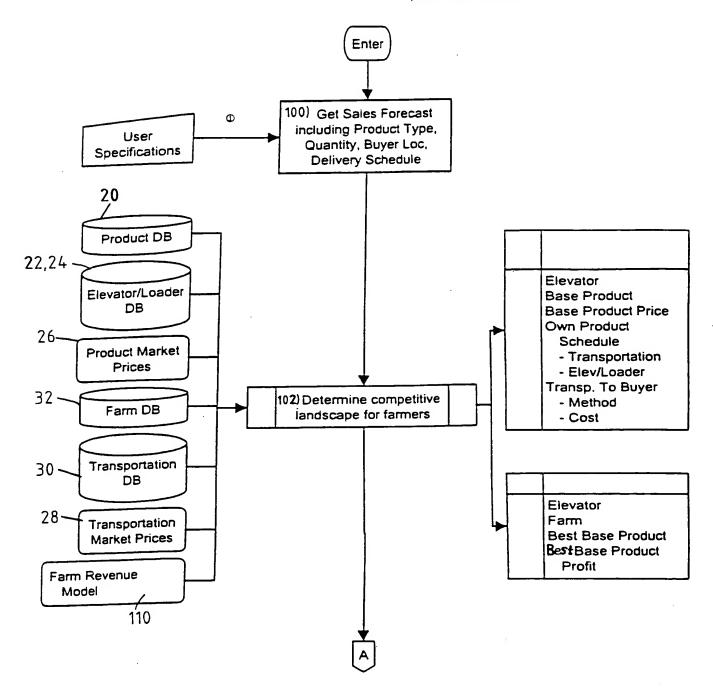


FIG. 7A

Top Level - Control Flow - 2

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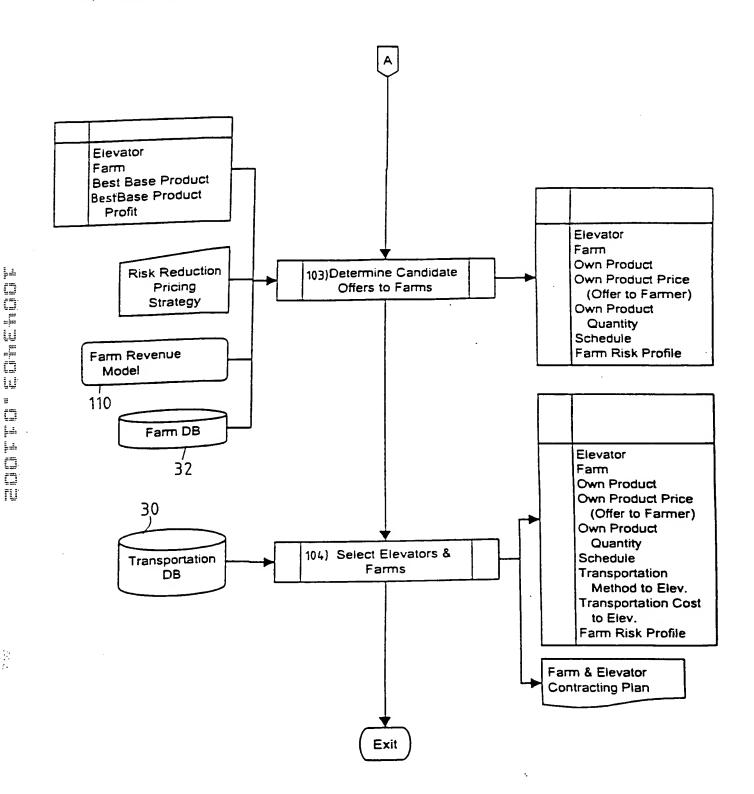


FIG. 7B

### Sales Forecast Table

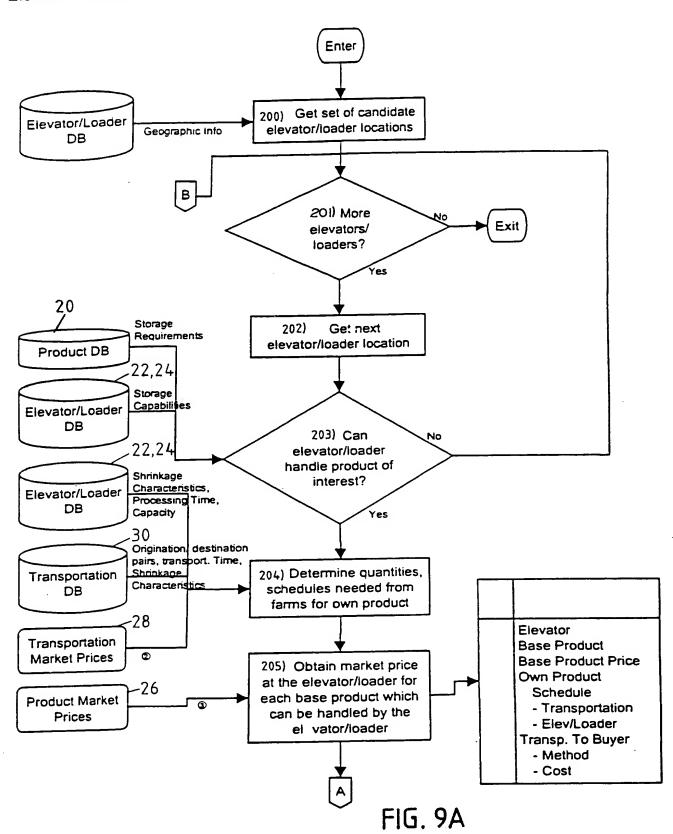
#### Renessen Product #1

	June 2001	July 2001	August 2001	•••
Chicks 4 U - Memphis	100	120	130	

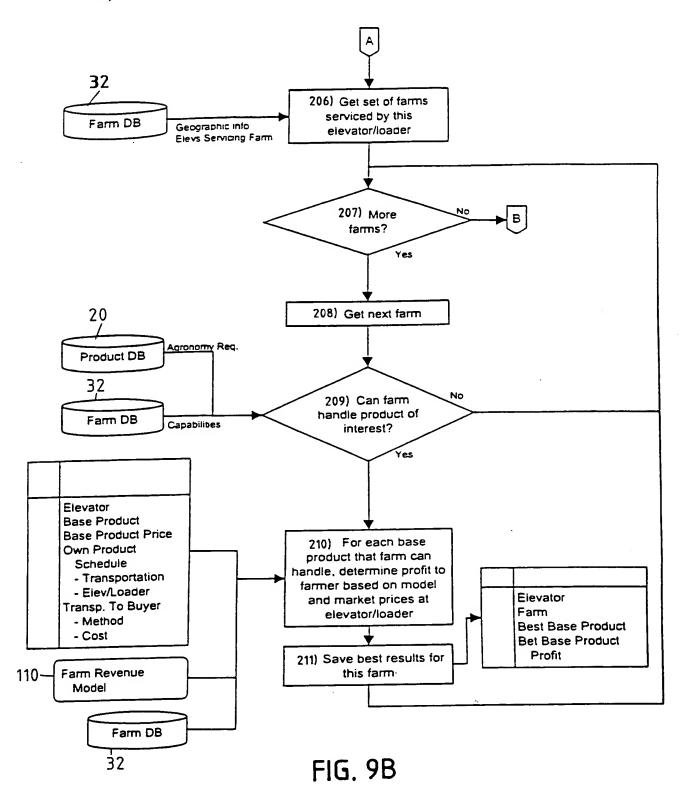
FIG. 8

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Determine Competitive Landscape for Farmers - Control Flow - 1 (Outside Loop - Elevator/Loader)



Determine Competitive Landscape for Farmers - Control Flow - 2 (Inside Loop - Farms)





# Determine Competitive Landscape for Farmers - Table Illustrations

© Transportation Market Prices (Source can be table or Internet \*lookup\*)

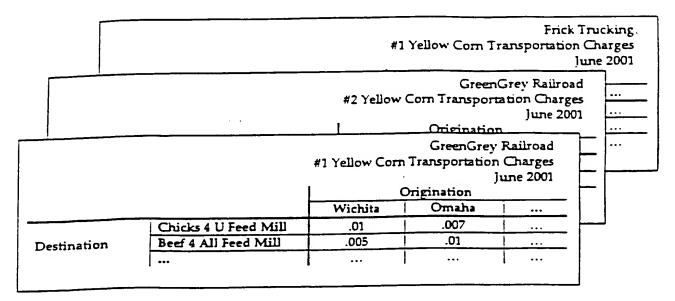


FIG. 10

© Product Market Prices (Source can be table or Internet "lookup")

Product	Elevator/Loader	June 2001 Unit Price	July 2001 Unit Price	***
11 Yellow Com	Wichita	0.38	0.37	•••
1 Yellow Com	Omaha	0.35	0.34	•••
#1 Yellow Com	Francisville	0.37	0.37	
#3 Wheat	Wichita	0.25	0.25	•••
•••		•••	1	•••

FIG. 11

10 / 13Determine Candidate Offers to Farms - Control Flow

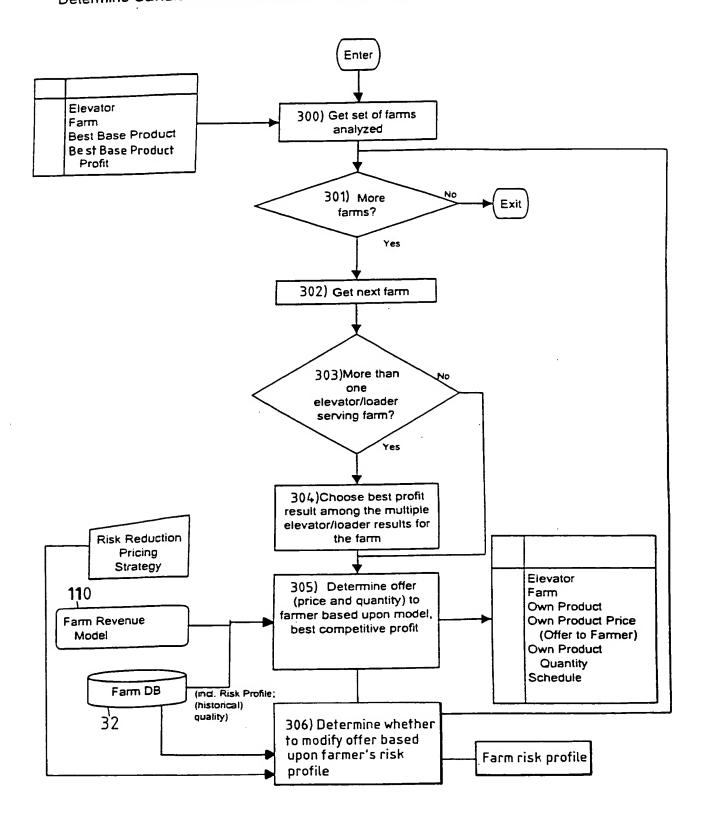


FIG. 12

#### 11 / 13 Select Elevators and Farms - Control Flow Enter Elevator 28.30 Farm Own Product 400) For every Own Product Price farm/elevator record, (Offer to Farmer) Transponation determine transportation Own Product DB costs between Quantity elevator/loader and farmer Schedule Transportation Method to Elev. 401) For each Transportation Cost to Elev. elevator/loader, select Elevator Farm Risk Profile best farms & quantities Farm Own Product Own Product Price (Offer to Farmer) Own Product 402) Cost Quantity Assumptions Schedule Farm Risk Profile Violated? Reenter algorithm at appropriate spot, using costs estimates bas d upon the figures 403) For each computed here. elevator/loader, determine transportation costs to buyer 404) For each elevator/loader, determine aggregate cost & risk profile (may not equal price at elevator due to premium for individual farmers) 405) Choose Farm & Elevator elevator/loaders with best Contracting Plan cost/risk profile, up to buy quantity Exit

FIG. 13

START

FIG. 14

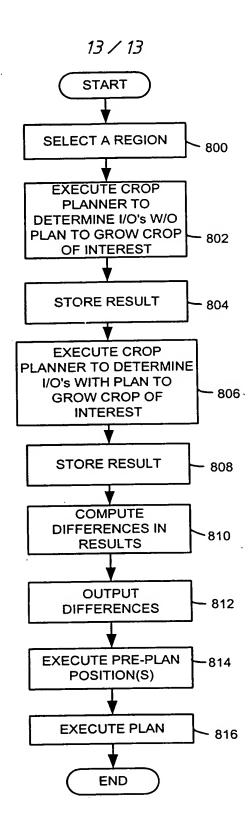


FIG. 15